

## Message Text

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PAGE 01 QUITO 04043 181343Z  
ACTION EB-07

INFO OCT-01 ARA-10 ISO-00 CIAE-00 COME-00 DODE-00  
DOTE-00 FMC-01 INR-07 NSAE-00 CG-00 DLOS-09  
OES-07 L-03 SS-15 NSC-05 /065 W  
-----181346Z 000106 /43

P 172250Z JUN 77  
FM AMEMBASSY QUITO  
TO SECSTATE WASHDC PRIORITY 4777

C O N F I D E N T I A L QUITO 4043

E.O. 11652: GDS  
TAGS: EWWT, EC  
SUBJECT: SHIPPING NEGOTIATIONS

REFS: A) STATE 139089; B) STATE 80108; C) QUITO 2653

1. HECTOR CALDERON OF CCT IN THE U.S. CALLED EMBASSY ON JUNE 17 TO REPORT THE CONCLUSION OF AN AGREEMENT NEGOTIATED BY ECUADOREAN MERCHANT MARINE AND LAWRENCE BERMAN, WHO HAS RETURNED TO THE U.S. BOTH PARTIES HAVE YET TO RATIFY THE AGREEMENT, DESCRIBED BY BERMAN AS A 6-MONTH SOLUTION TO CCT'S PROBLEM. WHILE CALDERON WAS RELUCTANT TO DISCUSS DETAILS OF THE AGREEMENT, HE DID MENTION THAT IT INCLUDED TRAINING ASSISTANCE IN ROLL-ON/ROLL-OFF CARGO TRANSPORT. CALDERON EXPECTS RESOLUTIONS 3/77 AND 6/77 TO BE IMPLEMENTED AS SOON AS THE ASSOCIATION AGREEMENT WITH TRANSNAVE IS RATIFIED. CCT, ACCORDING TO CALDERON WILL CONTINUE TO OPPOSE (POSSIBLY THROUGH THE FEDERAL MARITIME COMMISSION) RESOLUTION 6/77 IF IT GOES INTO EFFECT WITH THE SHIPPING CONFERENCE CLAUSE.

2. CHARGE RAISED THE CCT ISSUE ON JUNE 17 WITH AMBASSADOR MONTEVERDE, THE FOREIGN MINISTRY'S DIRECTOR GENERAL FOR ECONOMIC AFFAIRS. MONTEVERDE  
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TOOK NOTE OF THE REPRESENTATION, STATED THAT EMBASSY VIEWS HAD BEEN PASSED TO APPROPRIATE GOE AGENCIES, AND SUGGESTED THAT EMBASSY COMMUNICATE DIRECTLY WITH THE MERCHANT MARINE.

3. COMMENT: PREVIOUS EMBASSY REPRESENTATIONS TO THE GOE SEEM TO HAVE CONTRIBUTED TO A POSTPONEMENT

OF THE IMPLEMENTATION OF RESOLUTIONS 3/77 AND 6/77,  
WHICH WERE DUE TO ENTER INTO FORCE IN LATE APRIL.  
THE FACT THAT BERMAN CONDUCTED NEGOTIATIONS WITH THE  
MERCHANT MARINE MAY ALSO BE THE PARTIAL RESULT OF  
EMBASSY EFFORTS. AS REPORTED IN REFTEL B), TRANSA  
NAVE WAS ORIGINALLY OPPOSED TO ASSOCIATION WITH CCT,  
BUT THE POSSIBILITY OF SUCH AN ARRANGEMENT WAS SUB-  
SEQUENTLY BROACHED TO THE CHARGE BY ADMIRAL OLMEDO  
(SEE REFTEL C). EMBASSY FEELS THAT CCT MAY JEOPARDIEZE  
ITS POSITION BY REGARDING A SUCCESSFUL ASSOCIATION  
AGREEMENT AS A STOP-GAP MEASURE PENDING REVOCATION OF  
THE SHIPPING CONFERENCE CLAUSE IN RESOLUTION 6/77.  
THE GOE MAY FEEL THAT, HAVING PERMITTED CCT TO ASSOCIATE  
WITH TRANSAVE, NO FURTHER CONCESSIONS ARE REQUIRED.

4. EMBASSY WILL REPORT FURTHER ON THE STATUS OF THE  
RESOLUTIONS AND GOE ATTITUDE TOWARD THE DISPUTE.  
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## Message Attributes

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**Channel Indicators:** n/a  
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**Concepts:** MARINE TRANSPORTATION, NEGOTIATIONS  
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**Disposition Approved on Date:**  
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**Disposition Date:** 22 May 2009  
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**Review Markings:**  
Margaret P. Grafeld  
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